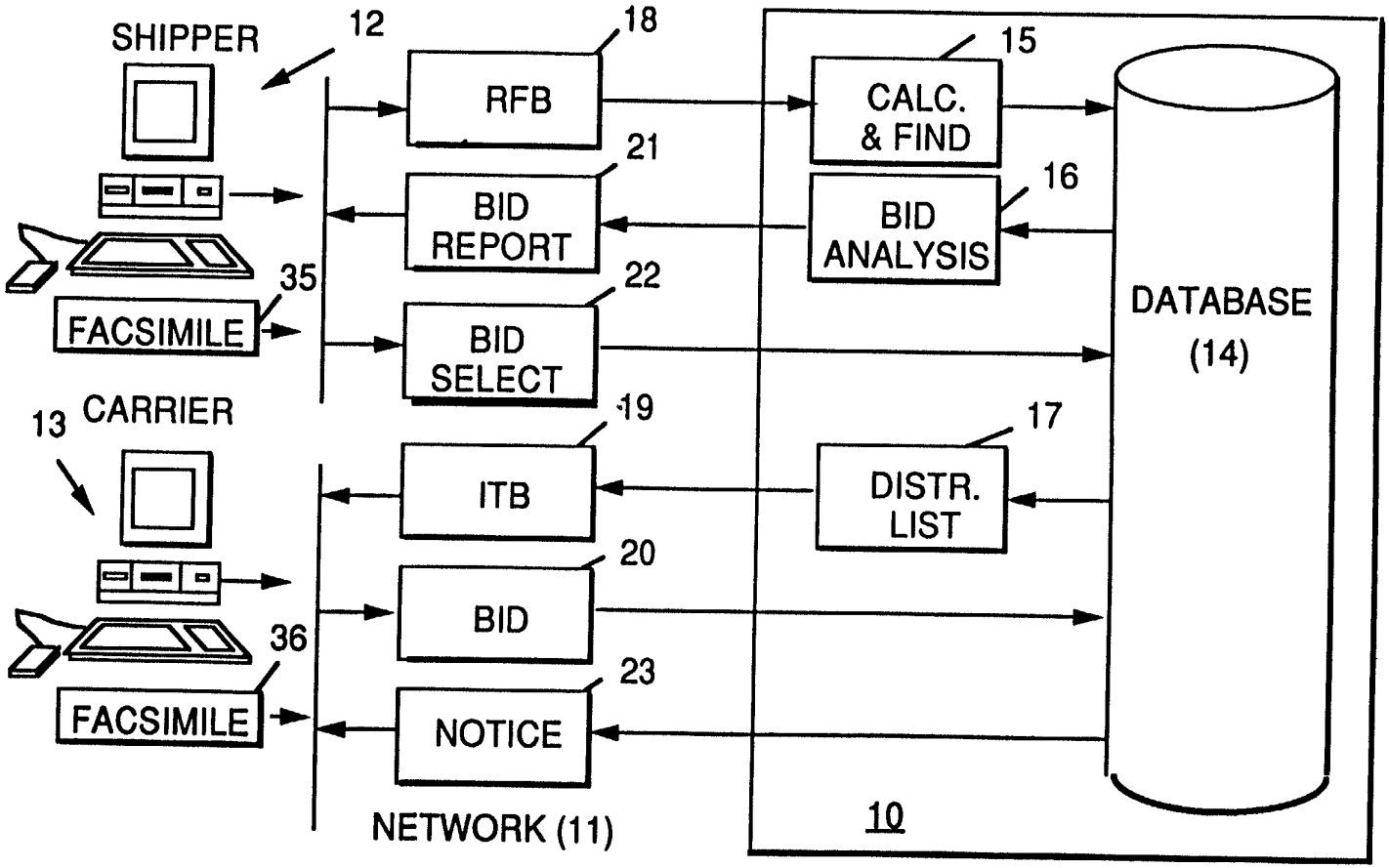
SHIPPER
12
18
RFB
15
CALC.
& FIND
21
BID
REPORT
16
BID
ANALYSIS
35
FACSIMILE
22
BID
SELECT
DATABASE
(14)
13
CARRIER
19
ITB
17
DISTR.
LIST
20
BID
36
FACSIMILE
23
NOTICE
NETWORK (11)
10

FIG. 1

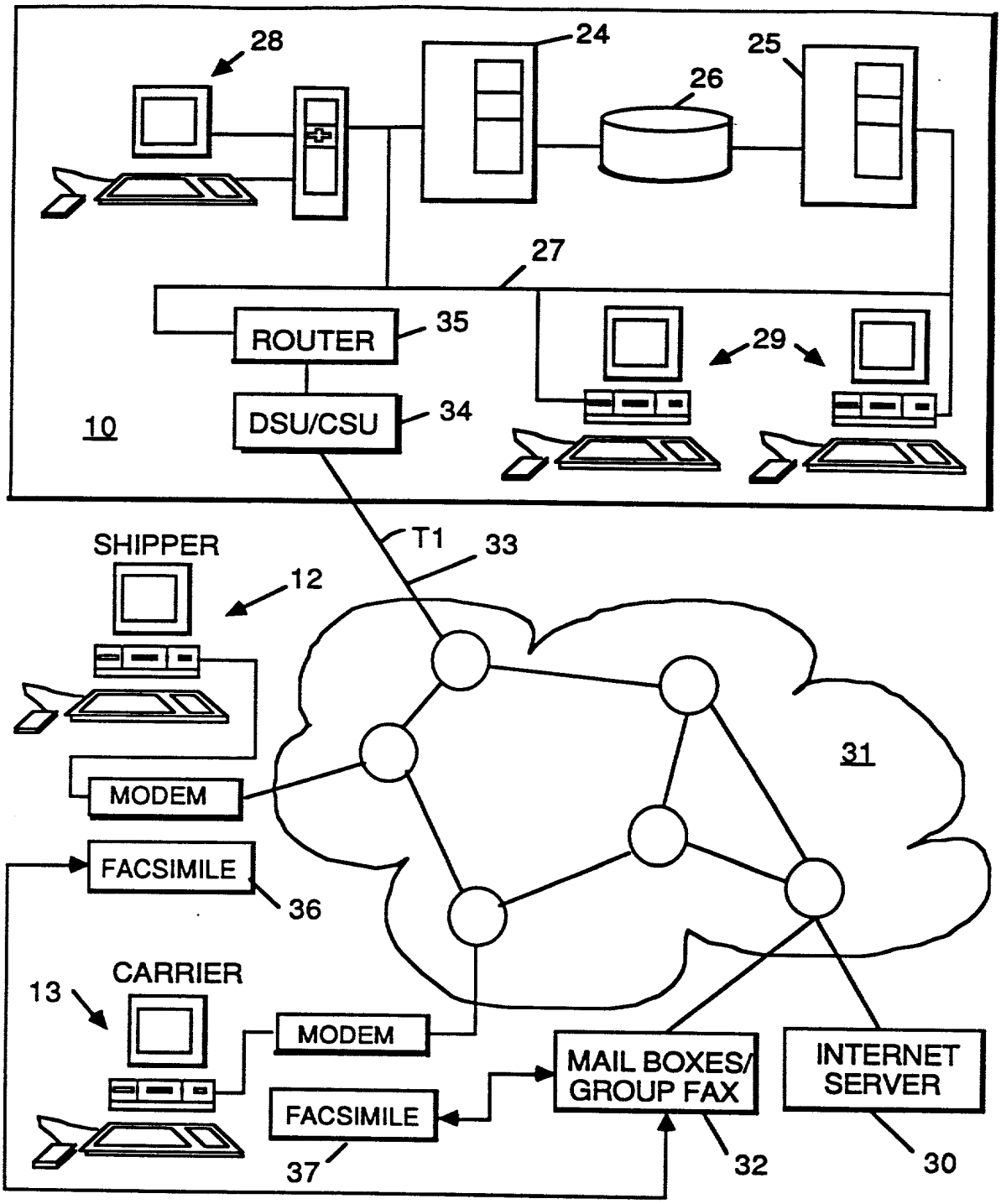
28
24
25
26
27
ROUTER
35
29
10
DSU/CSU
34
T1
33
SHIPPER
12
31
MODEM
FACSIMILE
36
CARRIER
13
MODEM
MAIL BOXES/
GROUP FAX
INTERNET
SERVER
FACSIMILE
37
32
30

FIG. 2

Load Description

45

Commodity being Shipped:	Last Accepted Bid Date & Time (24 Hr. Local) MM/DD/YY HH:MM
Shipper Load ID	Date Carrier Must Hold Bid Until: MM/DD/YY HH:MM
Weight of the Load: Both weight and units	Pallet Exchange?
	☐
Number of Times to Ship Load:	Number of Pallets:
1 *	
Maximum Bid Amount (US$):	Hide Max Bid from Carrier:
	☐
Matching Method	Distribution List Code
Normal Matching	

*Please explain Loads that are to be shipped more than once in the Description/Directions Box

Fig. 3a

Load Destinations

46

	City	State	Country	Zip or Postal Code	Pickup/Delivery (MM/DD/YY)	Time (24 Hr. Local) HH:MM	Plus (Hr/Min)	Minus (Hr/Min)
Origin		AL	USA					
Destin		AL	USA					
Stops Order								
1								
2								
3								
4								
5								

Carrier Requirements

47

Load Type	Transport Mode					Interlining Allowed	Communications	Hazardous License Required
☐ TL ☐ LTL ☐ CL ☐ LCL	Either/OR	Air	Rail	Ship	Truck	NA	NA	NA
	☐	☐	☐	☐	☐	Team Drivers:	Will the Driver Assist?	Minimum Cargo Insurance:
						N/A	☐ Yes	N/A

Equipment Requirements

48

Is the Equipment Supplied:	Equipment Class:	Equipment Type:
☐ Yes	Trailer	N/A
Equipment Length:	**Equipment Height:**	**Equipment Width:**
N/A	N/A	N/A

Add any further description/directions Here:

49

Origin Company
Street Address
City, State, Zip
Telephone, Fax
Contact Name

Destin Company
Street Address
City, State, Zip
Telephone, Fax
Contact Name

Other Details

Click Here when Done. 43

Click Here to Clear the Form 44

Fig. 3b

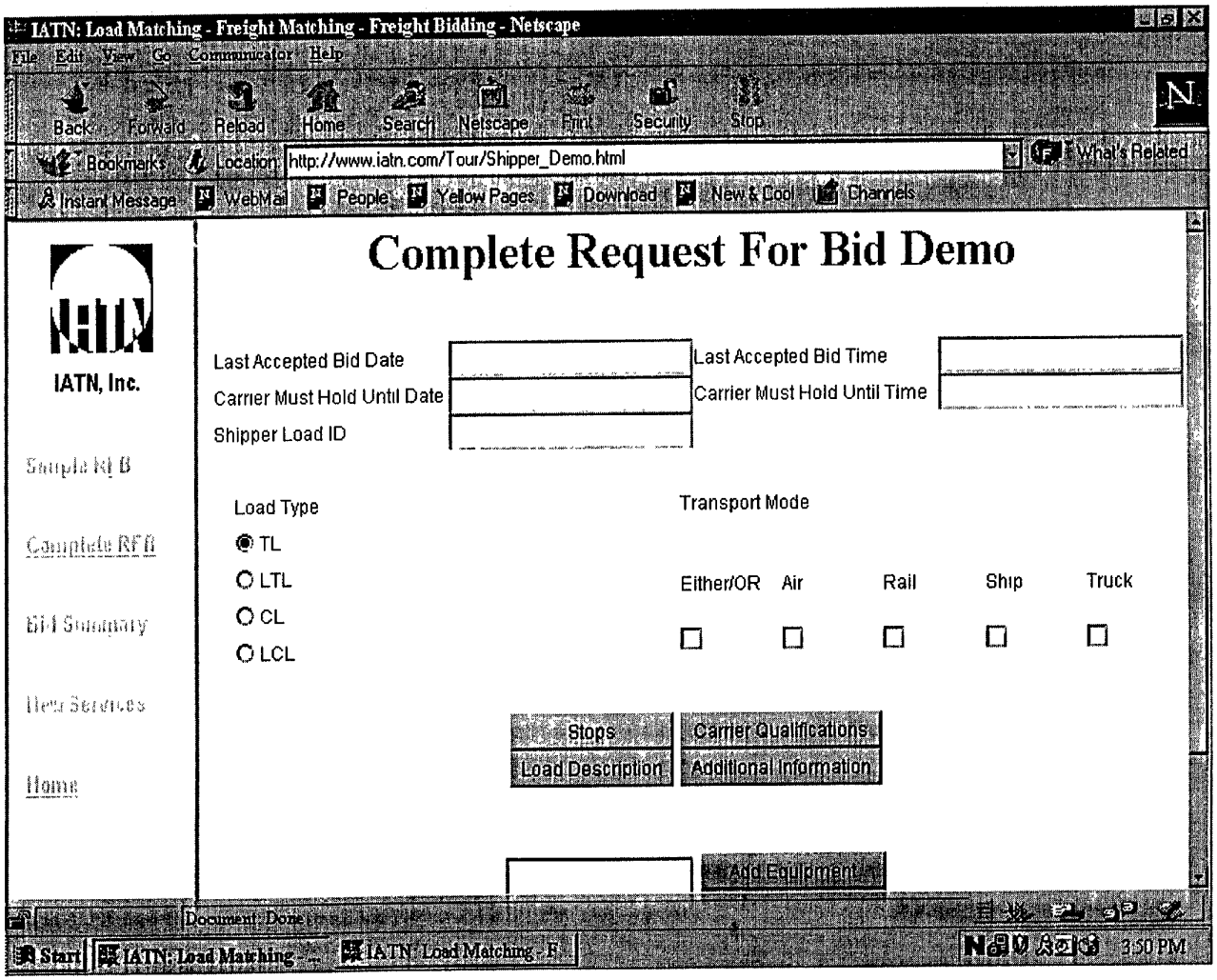
IATN: Load Matching - Freight Matching - Freight Bidding - Netscape
File Edit View Go Communicator Help
Back Forward Reload Home Search Netscape Print Security Stop
Bookmarks Location: http://www.iatn.com/Tour/Shipper_Demo.html
What's Related
Instant Message WebMail People Yellow Pages Download New & Cool Channels
IATN, Inc.
Sample RFB
Complete RFB
Bid Summary
New Services
Home
Complete Request For Bid Demo
Last Accepted Bid Date
Last Accepted Bid Time
Carrier Must Hold Until Date
Carrier Must Hold Until Time
Shipper Load ID
Load Type
TL
LTL
CL
LCL
Transport Mode
Either/OR
Air
Rail
Ship
Truck
Stops
Carrier Qualifications
Load Description
Additional Information
Add Equipment
Document: Done
Start
IATN: Load Matching ...
IATN: Load Matching - F...
3:50 PM

Fig. 3c

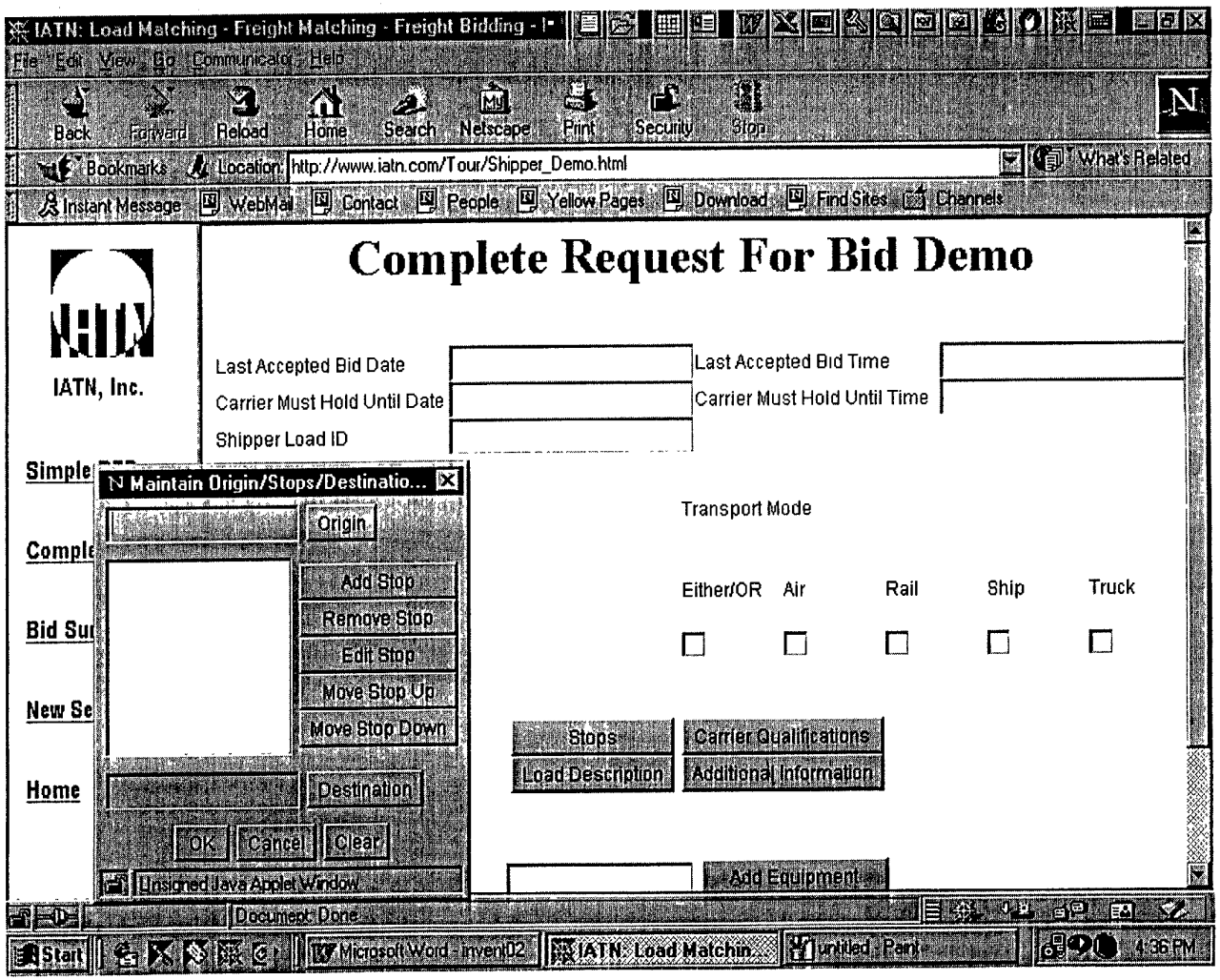
IATN: Load Matching - Freight Matching - Freight Bidding
File Edit View Go Communicator Help
Back Forward Reload Home Search Netscape Print Security Stop
Bookmarks Location: http://www.iatn.com/Tour/Shipper_Demo.html
What's Related
Instant Message WebMail Contact People Yellow Pages Download Find Sites Channels
IATN, Inc.
Complete Request For Bid Demo
Last Accepted Bid Date
Last Accepted Bid Time
Carrier Must Hold Until Date
Carrier Must Hold Until Time
Shipper Load ID
Maintain Origin/Stops/Destinatio...
Origin
Add Stop
Remove Stop
Edit Stop
Move Stop Up
Move Stop Down
Destination
OK
Cancel
Clear
Unsigned Java Applet Window
Transport Mode
Either/OR
Air
Rail
Ship
Truck
Stops
Carrier Qualifications
Load Description
Additional Information
Add Equipment
Document: Done
Start
Microsoft Word - invent02
IATN: Load Matchin...
untitled - Paint
4:36 PM

Fig. 3d

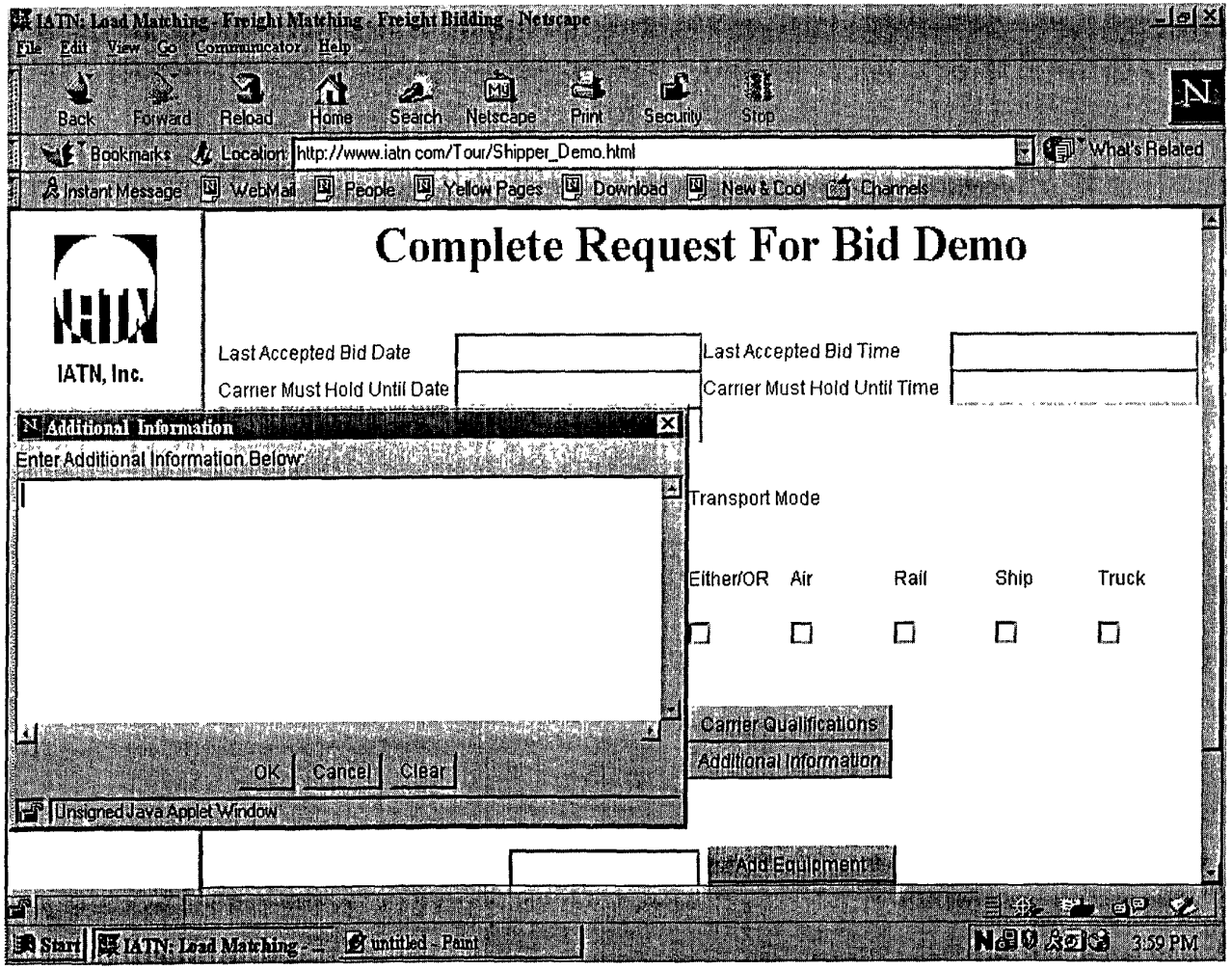
IATN: Load Matching - Freight Matching - Freight Bidding - Netscape
File Edit View Go Communicator Help
Back Forward Reload Home Search Netscape Print Security Stop
Bookmarks Location: http://www.iatn.com/Tour/Shipper_Demo.html
What's Related
Instant Message WebMail People Yellow Pages Download New & Cool Channels
IATN, Inc.
Complete Request For Bid Demo
Last Accepted Bid Date
Last Accepted Bid Time
Carrier Must Hold Until Date
Carrier Must Hold Until Time
Additional Information
Enter Additional Information Below:
OK Cancel Clear
Unsigned Java Applet Window
Transport Mode
Either/OR Air Rail Ship Truck
Carrier Qualifications
Additional Information
Add Equipment
Start
IATN: Load Matching -
untitled - Paint
3:59 PM

Fig. 3e

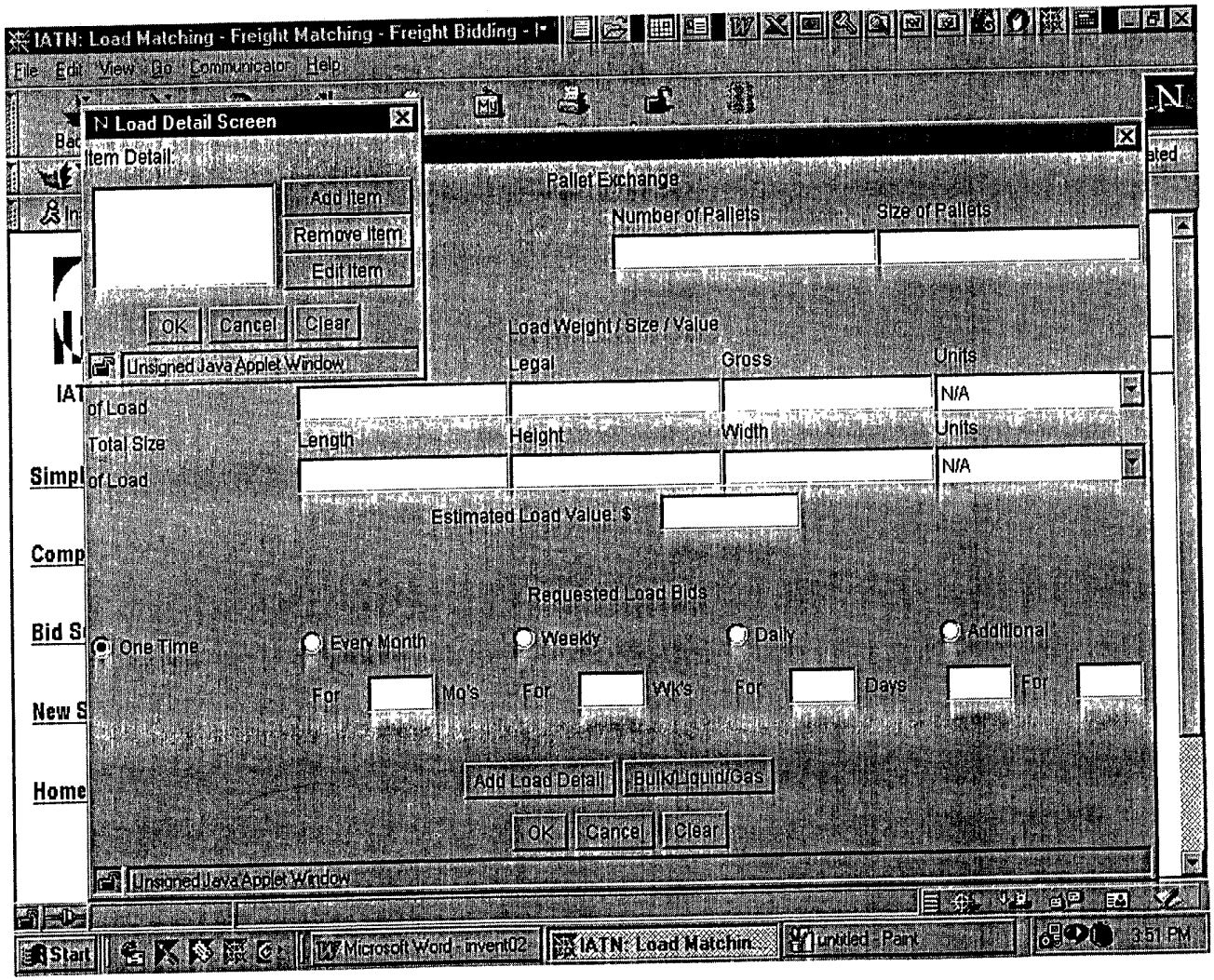
IATN: Load Matching - Freight Matching - Freight Bidding - I
File Edit View Go Communicator Help
Load Detail Screen
Item Detail
Add Item
Remove Item
Edit Item
OK
Cancel
Clear
Unsigned Java Applet Window
Pallet Exchange
Number of Pallets
Size of Pallets
Load Weight / Size / Value
Legal
Gross
Units
N/A
of Load
Total Size
of Load
Length
Height
Width
Units
N/A
Estimated Load Value: $
Requested Load Bids
One Time
Every Month
Weekly
Daily
Additional
For
Mo's
For
Wk's
For
Days
For
Add Load Detail
Bulk/Liquid/Gas
OK
Cancel
Clear
Unsigned Java Applet Window
Start
Microsoft Word - invent02
IATN: Load Matchin...
untitled - Paint
3:51 PM

Fig. 3f

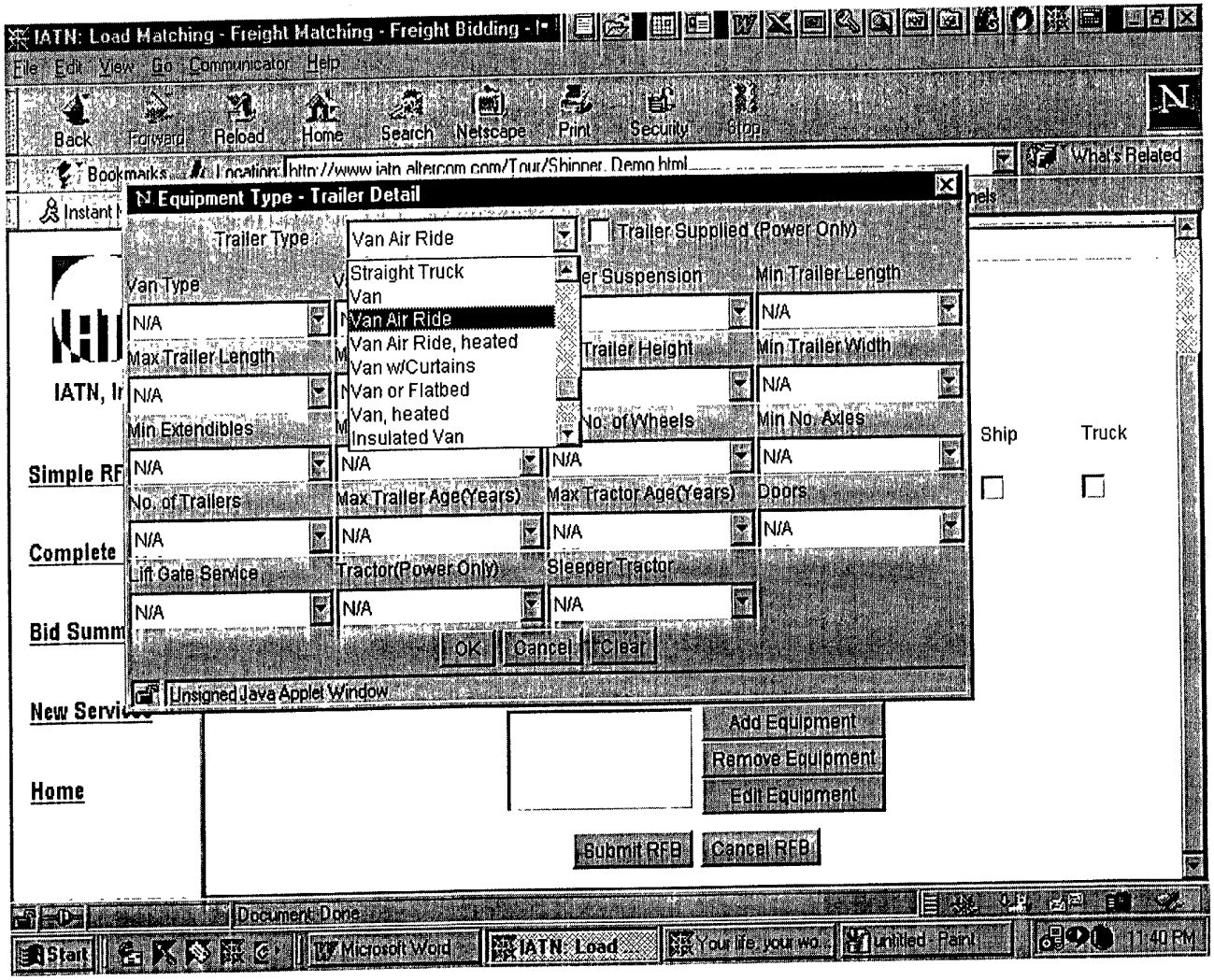
IATN: Load Matching - Freight Matching - Freight Bidding
File Edit View Go Communicator Help
Back Forward Reload Home Search Netscape Print Security Stop
Bookmarks Location: http://www.iatn.altercom.com/Tour/Shipper_Demo.html
What's Related
Equipment Type - Trailer Detail
Trailer Type
Van Air Ride
Straight Truck
Van
Van Air Ride
Van Air Ride, heated
Van w/Curtains
Van or Flatbed
Van, heated
Insulated Van
Trailer Supplied (Power Only)
Van Type
N/A
Min Trailer Length
Max Trailer Length
Trailer Height
Min Trailer Width
Min Extendibles
No. of Wheels
Min No. Axles
Ship
Truck
Simple RF
Complete
Bid Summ
No. of Trailers
Max Trailer Age(Years)
Max Tractor Age(Years)
Doors
Lift Gate Service
Tractor(Power Only)
Sleeper Tractor
OK
Cancel
Clear
Unsigned Java Applet Window
New Servic
Home
Add Equipment
Remove Equipment
Edit Equipment
Submit RFB
Cancel RFB
Document Done
Start
Microsoft Word
IATN: Load
Your life, your wo...
untitled - Paint
11:40 PM

Fig. 3g

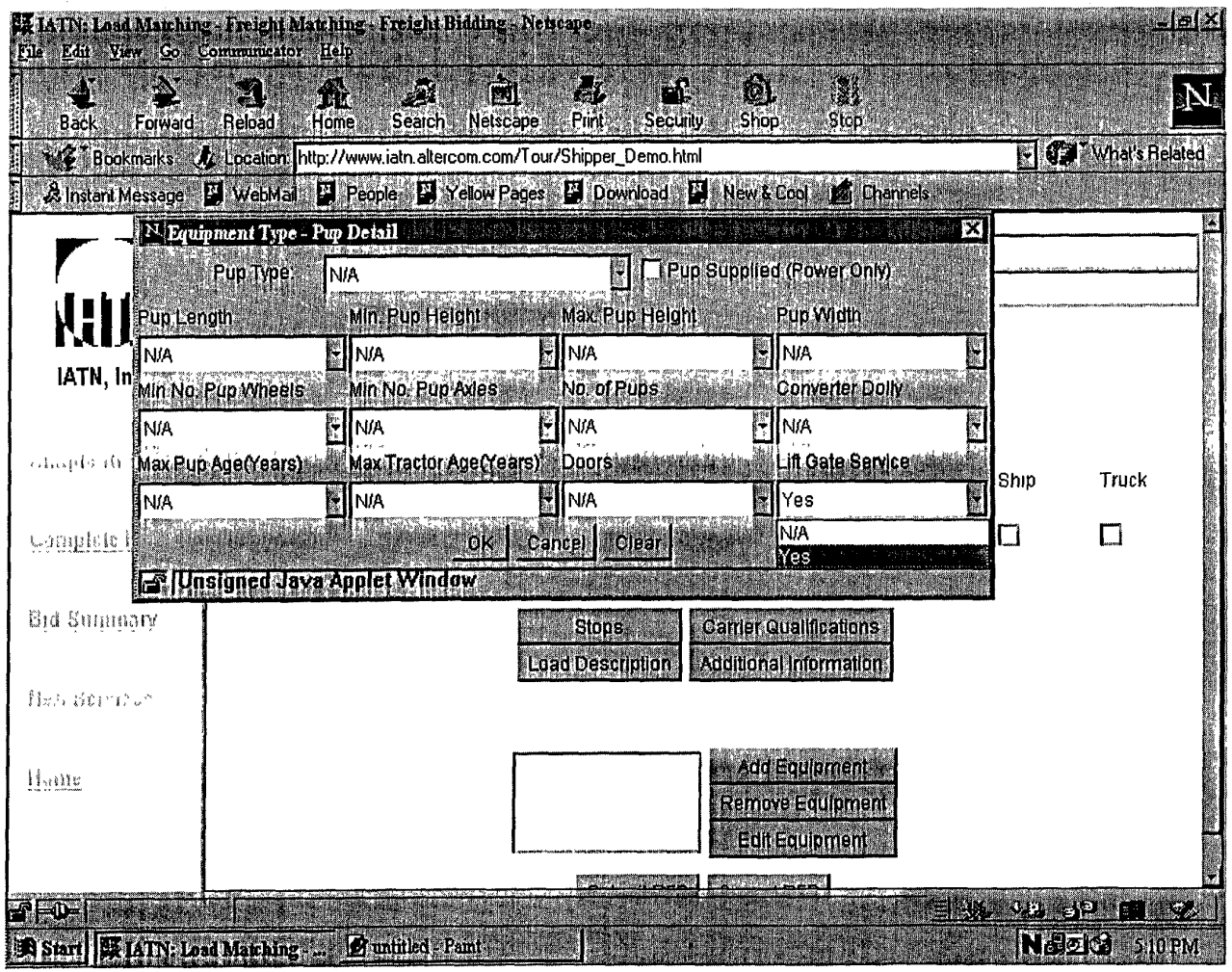
IATN: Load Matching - Freight Matching - Freight Bidding - Netscape
File Edit View Go Communicator Help
Back Forward Reload Home Search Netscape Print Security Shop Stop
Bookmarks Location: http://www.iatn.altercom.com/Tour/Shipper_Demo.html
What's Related
Instant Message WebMail People Yellow Pages Download New & Cool Channels
Equipment Type - Pup Detail
Pup Type: N/A
Pup Supplied (Power Only)
Pup Length
Min. Pup Height
Max. Pup Height
Pup Width
N/A
Min No. Pup Wheels
Min No. Pup Axles
No. of Pups
Converter Dolly
Max Pup Age(Years)
Max Tractor Age(Years)
Doors
Lift Gate Service
Yes
OK
Cancel
Clear
Unsigned Java Applet Window
Ship
Truck
Bid Summary
Stops
Carrier Qualifications
Load Description
Additional Information
Add Equipment
Remove Equipment
Edit Equipment
Home
Start
IATN: Load Matching ...
untitled - Paint
5:10 PM

Fig. 3h

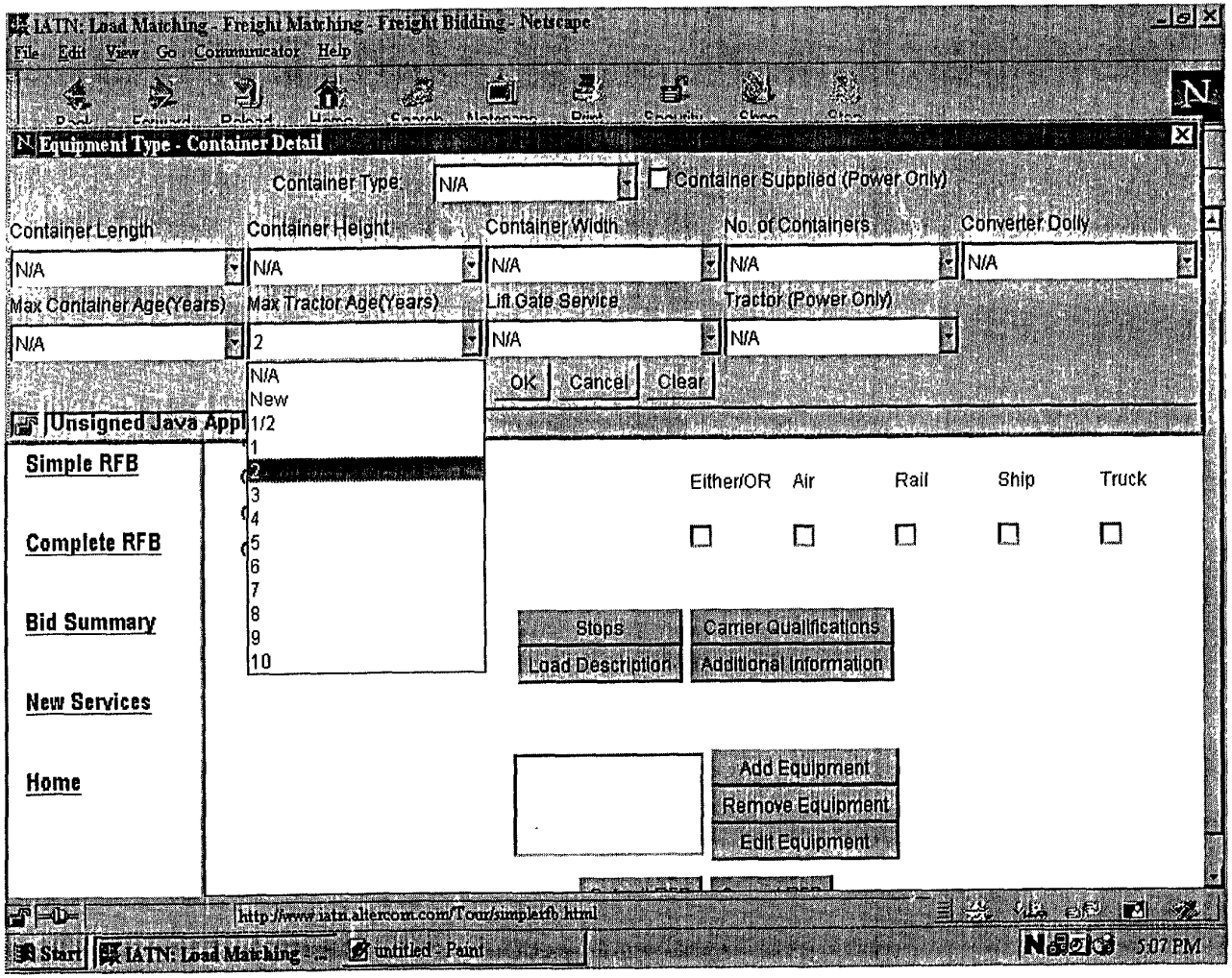
IATN: Load Matching - Freight Matching - Freight Bidding - Netscape
File Edit View Go Communicator Help
Equipment Type - Container Detail
Container Type: N/A
Container Supplied (Power Only)
Container Length
Container Height
Container Width
No. of Containers
Converter Dolly
N/A
N/A
N/A
N/A
N/A
Max Container Age(Years)
Max Tractor Age(Years)
Lift Gate Service
Tractor (Power Only)
N/A
2
N/A
N/A
N/A
New
1/2
1
2
3
4
5
6
7
8
9
10
OK
Cancel
Clear
Unsigned Java Appl
Simple RFB
Complete RFB
Bid Summary
New Services
Home
Either/OR
Air
Rail
Ship
Truck
Stops
Carrier Qualifications
Load Description
Additional Information
Add Equipment
Remove Equipment
Edit Equipment
http://www.iatn.altercom.com/Tour/simple4b.html
Start
IATN: Load Matching ...
untitled - Paint
5:07 PM

Fig. 3i

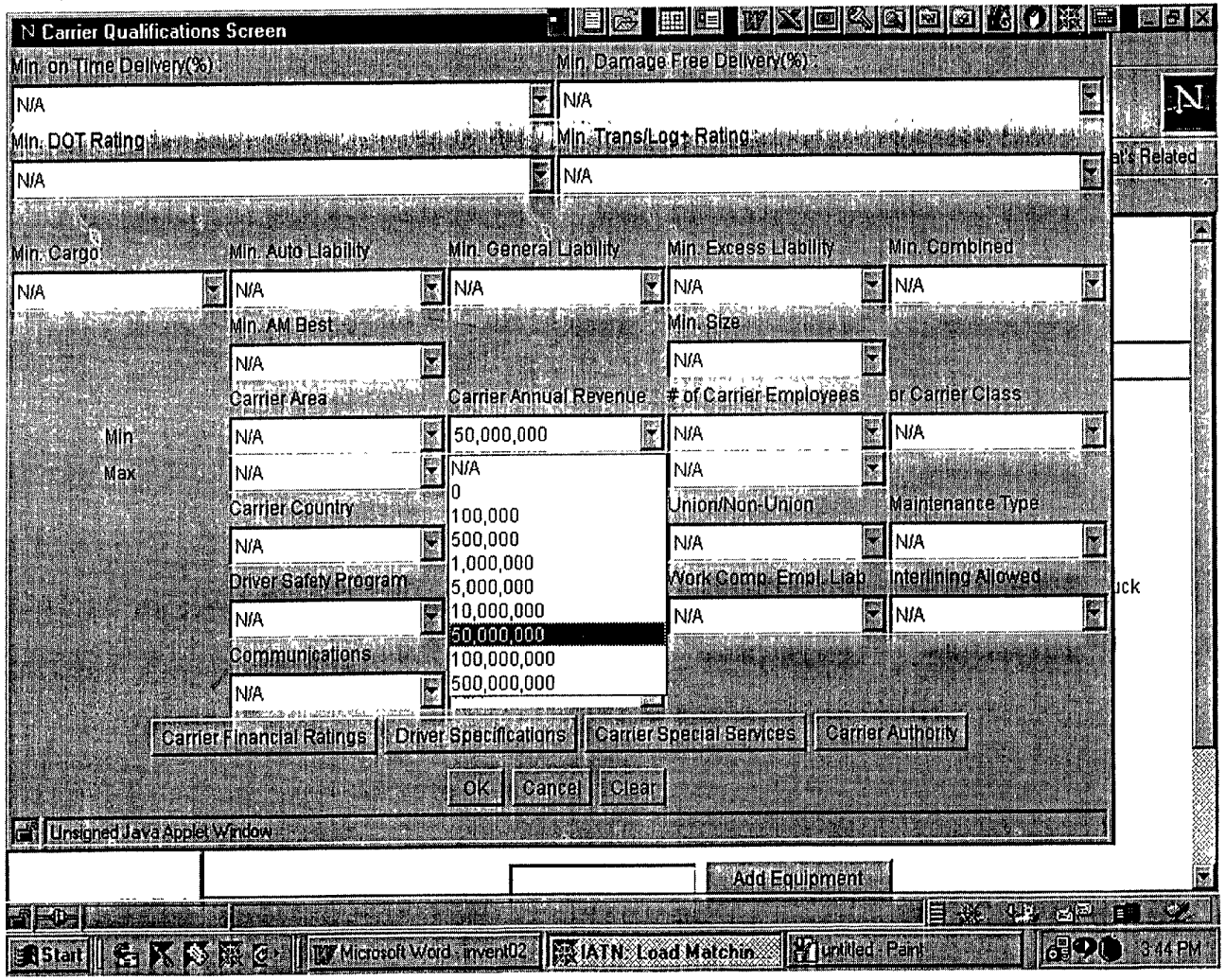
Carrier Qualifications Screen
Min. on Time Delivery(%):
Min. Damage Free Delivery(%):
N/A
N/A
Min. DOT Rating:
Min. Trans/Log+ Rating:
N/A
N/A
Min. Cargo
Min. Auto Liability
Min. General Liability
Min. Excess Liability
Min. Combined
N/A
N/A
N/A
N/A
N/A
Min. AM Best
Min. Size
N/A
N/A
Carrier Area
Carrier Annual Revenue
# of Carrier Employees
or Carrier Class
Min
Max
N/A
N/A
50,000,000
N/A
N/A
N/A
N/A
0
100,000
500,000
1,000,000
5,000,000
10,000,000
50,000,000
100,000,000
500,000,000
Carrier Country
Union/Non-Union
Maintenance Type
N/A
N/A
N/A
Driver Safety Program
Work Comp. Empl. Liab
Interlining Allowed
N/A
N/A
N/A
Communications
N/A
Carrier Financial Ratings
Driver Specifications
Carrier Special Services
Carrier Authority
OK
Cancel
Clear
Unsigned Java Applet Window
Add Equipment
Start
Microsoft Word - invent02
IATN: Load Matchin
untitled - Paint
3:44 PM

Fig. 3j

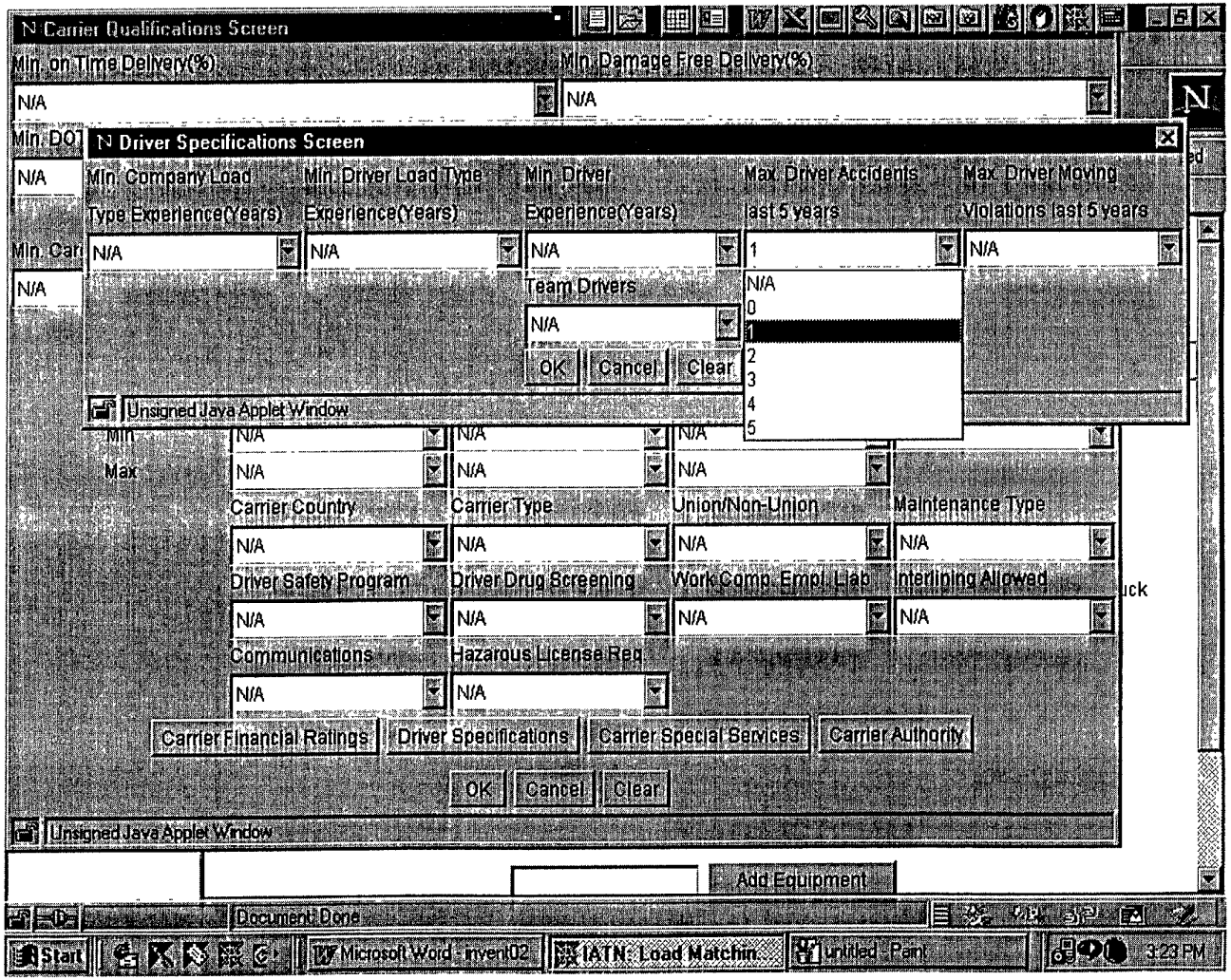
Carrier Qualifications Screen
Min. on Time Delivery(%)
Min. Damage Free Delivery(%)
N/A
N/A
Min. DOT
Min. Car
Driver Specifications Screen
Min. Company Load Type Experience(Years)
Min. Driver Load Type Experience(Years)
Min. Driver Experience(Years)
Max. Driver Accidents last 5 years
Max. Driver Moving Violations last 5 years
Team Drivers
OK
Cancel
Clear
Unsigned Java Applet Window
Min
Max
Carrier Country
Carrier Type
Union/Non-Union
Maintenance Type
Driver Safety Program
Driver Drug Screening
Work Comp. Empl. Liab
Interlining Allowed
Communications
Hazardous License Req.
Carrier Financial Ratings
Driver Specifications
Carrier Special Services
Carrier Authority
Add Equipment
Document Done
Start
Microsoft Word - invent02
IATN: Load Matchin
untitled - Paint
3:23 PM

Fig. 3k

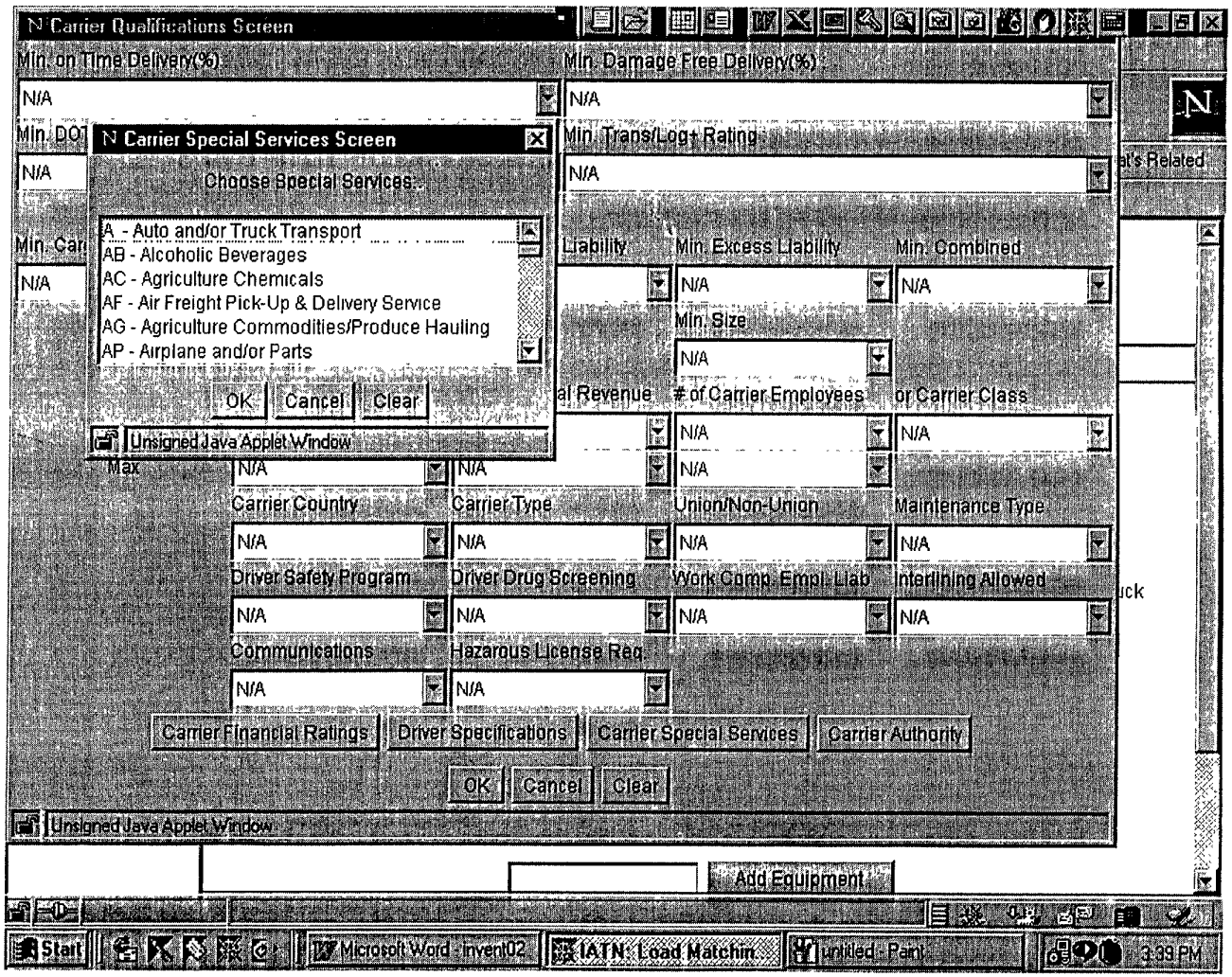
Carrier Qualifications Screen
Min. on Time Delivery(%)
Min. Damage Free Delivery(%)
N/A
N/A
Min. DOT
Carrier Special Services Screen
Min. Trans/Log+ Rating
N/A
N/A
Choose Special Services:
A - Auto and/or Truck Transport
AB - Alcoholic Beverages
AC - Agriculture Chemicals
AF - Air Freight Pick-Up & Delivery Service
AG - Agriculture Commodities/Produce Hauling
AP - Airplane and/or Parts
OK
Cancel
Clear
Unsigned Java Applet Window
Min. Excess Liability
Min. Combined
Min. Size
# of Carrier Employees
Carrier Class
Max
Carrier Country
Carrier Type
Union/Non-Union
Maintenance Type
Driver Safety Program
Driver Drug Screening
Work Comp. Empl. Liab
Interlining Allowed
Communications
Hazarous License Req
Carrier Financial Ratings
Driver Specifications
Carrier Special Services
Carrier Authority
OK
Cancel
Clear
Unsigned Java Applet Window
Add Equipment
Start
Microsoft Word - Invent02
IATN Load Matchm...
untitled - Paint
3:39 PM

Fig. 3I

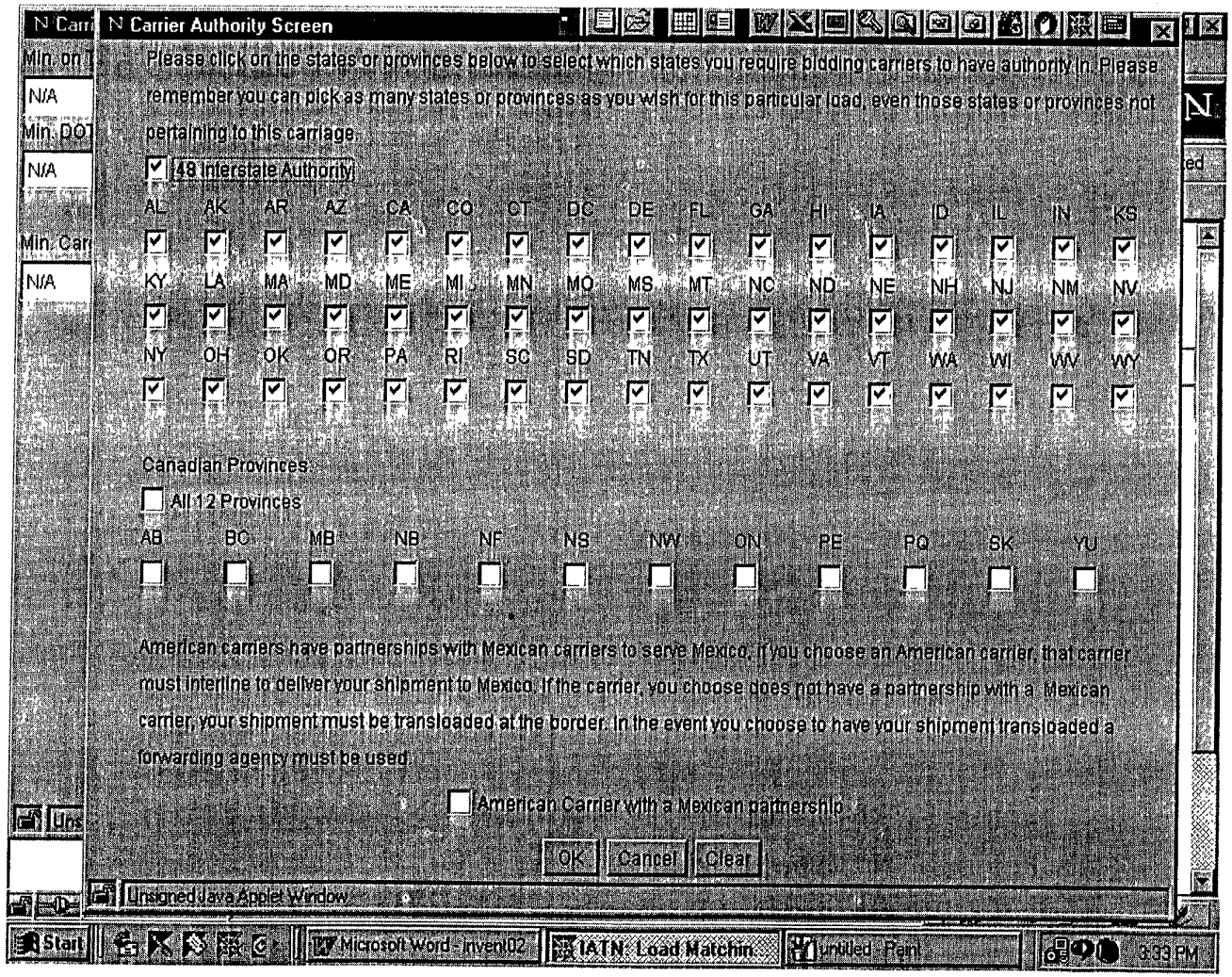
Carrier Authority Screen
Please click on the states or provinces below to select which states you require bidding carriers to have authority in. Please remember you can pick as many states or provinces as you wish for this particular load, even those states or provinces not pertaining to this carriage.
48 Interstate Authority
AL AK AR AZ CA CO CT DC DE FL GA HI IA ID IL IN KS
KY LA MA MD ME MI MN MO MS MT NC ND NE NH NJ NM NV
NY OH OK OR PA RI SC SD TN TX UT VA VT WA WI WV WY
Canadian Provinces:
All 12 Provinces
AB BC MB NB NF NS NW ON PE PQ SK YU
American carriers have partnerships with Mexican carriers to serve Mexico. If you choose an American carrier, that carrier must interline to deliver your shipment to Mexico. If the carrier you choose does not have a partnership with a Mexican carrier, your shipment must be transloaded at the border. In the event you choose to have your shipment transloaded a forwarding agency must be used.
American Carrier with a Mexican partnership
OK
Cancel
Clear
Unsigned Java Applet Window
Start
Microsoft Word - Invent02
IATN Load Matchin...
untitled - Paint
3:33 PM

Fig. 3m

Invitation To Bid

50

Phone: 1-800-866-IATN Fax: 1-800-952-1194

Trans/log Number: 970501000503672

Please Enter a Bid Amount: US $ [ ] [Submit Bid]

Last Accepted Bid: Monday , 19 April 1999 01:59 PM

51

57 58

52

STOPS				Date & Time	Plus	Minus	Miles
Origin	AUSTIN	TX	US	20 Apr 1999 08:00 AM			
Destin	TEXAS CITY	TX	US	21 Apr 1999 05:00 PM			202
				Total Mileage (Calculated By PC Miler)			202

53

SHIPPER INFORMATION		
Shipper Type =Independent Shipper	Annual Rev = 245000000	Employee Cnt = 220
D&B = pending	S&P = pending	CCA = pending
Moodys = pending		

54

LOAD TYPE	TRANSPORT MODE
Load Information = TL	Transport Mode = TRUCK

55

Trailer Equipment:		
Van or Reefer	Len Min = 48	Tandem Type =
Extendible Length Min =	Wheels =	Length Max =
Lift Gate Service =	Extendible Length Max =	Height Max =
Axles =	Trailer Age Max =	Height Min =
Num Of Trailers =	Van Shape =	Width Min = 102
Doors =	Van Type =	

Additional Information

The Commodity to be shipped is GARBAGE BAGS.

The Carrier Must hold this Bid until 3:00:00 PM 04/19/1999.

22 Pallets/Exchange

The Weight of this load is 41,600 LBS.

FIG. 4

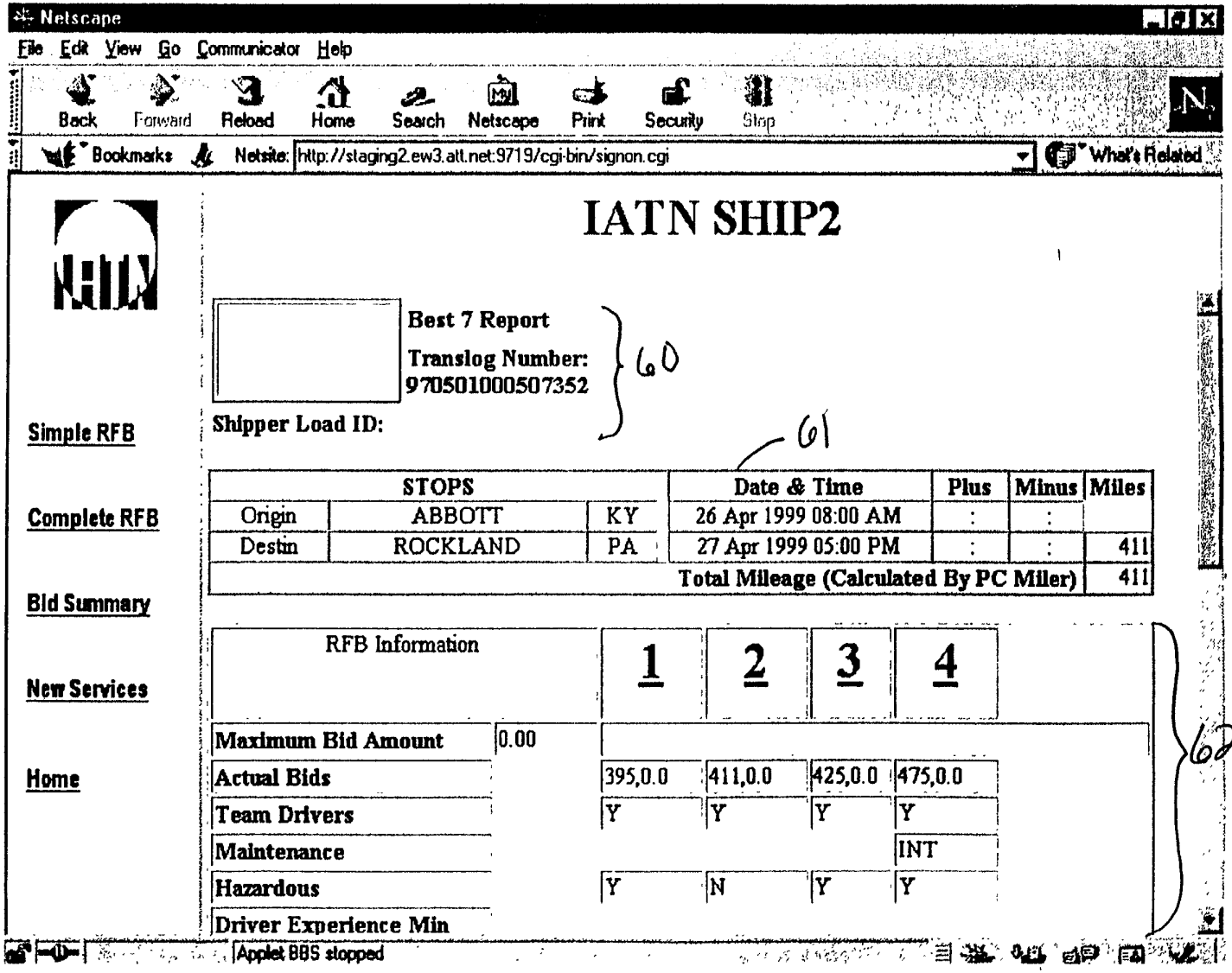
Netscape
File Edit View Go Communicator Help
Back Forward Reload Home Search Netscape Print Security Stop
Bookmarks Netsite: http://staging2.ew3.att.net:9719/cgi-bin/signon.cgi
What's Related
IATN SHIP2
Best 7 Report
Translog Number:
970501000507352
60
Shipper Load ID:
61
Simple RFB
Complete RFB
Bid Summary
New Services
Home
STOPS
Date & Time
Plus
Minus
Miles
Origin ABBOTT KY 26 Apr 1999 08:00 AM : :
Destin ROCKLAND PA 27 Apr 1999 05:00 PM : : 411
Total Mileage (Calculated By PC Miler) 411
RFB Information
1
2
3
4
Maximum Bid Amount 0.00
Actual Bids 395,0.0 411,0.0 425,0.0 475,0.0
Team Drivers Y Y Y Y
Maintenance INT
Hazardous Y N Y Y
Driver Experience Min
62
Applet BBS stopped

FIG. 5

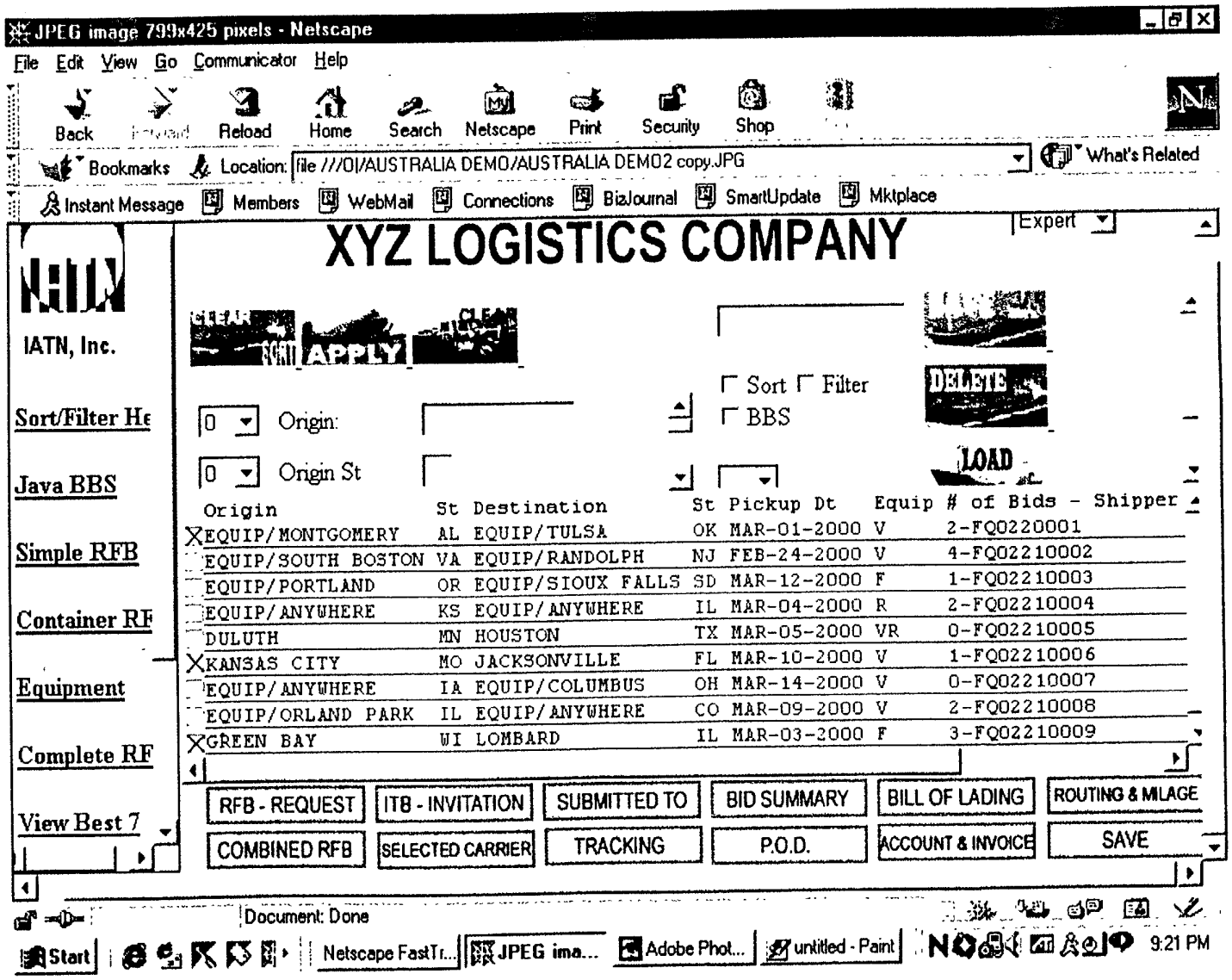
JPEG image 799x425 pixels - Netscape
File Edit View Go Communicator Help
Back Forward Reload Home Search Netscape Print Security Shop
Bookmarks Location: file ///O|/AUSTRALIA DEMO/AUSTRALIA DEMO2 copy.JPG
What's Related
Instant Message Members WebMail Connections BizJournal SmartUpdate Mktplace
XYZ LOGISTICS COMPANY
Expert
IATN, Inc.
Sort/Filter He
Java BBS
Simple RFB
Container RF
Equipment
Complete RF
View Best 7
CLEAR
APPLY
CLEAR
Sort Filter
BBS
DELETE
LOAD
0 Origin:
0 Origin St
Origin St Destination St Pickup Dt Equip # of Bids - Shipper
X EQUIP/MONTGOMERY AL EQUIP/TULSA OK MAR-01-2000 V 2-FQ02220001
EQUIP/SOUTH BOSTON VA EQUIP/RANDOLPH NJ FEB-24-2000 V 4-FQ02210002
EQUIP/PORTLAND OR EQUIP/SIOUX FALLS SD MAR-12-2000 F 1-FQ02210003
EQUIP/ANYWHERE KS EQUIP/ANYWHERE IL MAR-04-2000 R 2-FQ02210004
DULUTH MN HOUSTON TX MAR-05-2000 VR 0-FQ02210005
X KANSAS CITY MO JACKSONVILLE FL MAR-10-2000 V 1-FQ02210006
EQUIP/ANYWHERE IA EQUIP/COLUMBUS OH MAR-14-2000 V 0-FQ02210007
EQUIP/ORLAND PARK IL EQUIP/ANYWHERE CO MAR-09-2000 V 2-FQ02210008
X GREEN BAY WI LOMBARD IL MAR-03-2000 F 3-FQ02210009
RFB - REQUEST
ITB - INVITATION
SUBMITTED TO
BID SUMMARY
BILL OF LADING
ROUTING & MILAGE
COMBINED RFB
SELECTED CARRIER
TRACKING
P.O.D.
ACCOUNT & INVOICE
SAVE
Document: Done
Start
Netscape FastTr...
JPEG ima...
Adobe Phot...
untitled - Paint
9:21 PM

Fig. 6

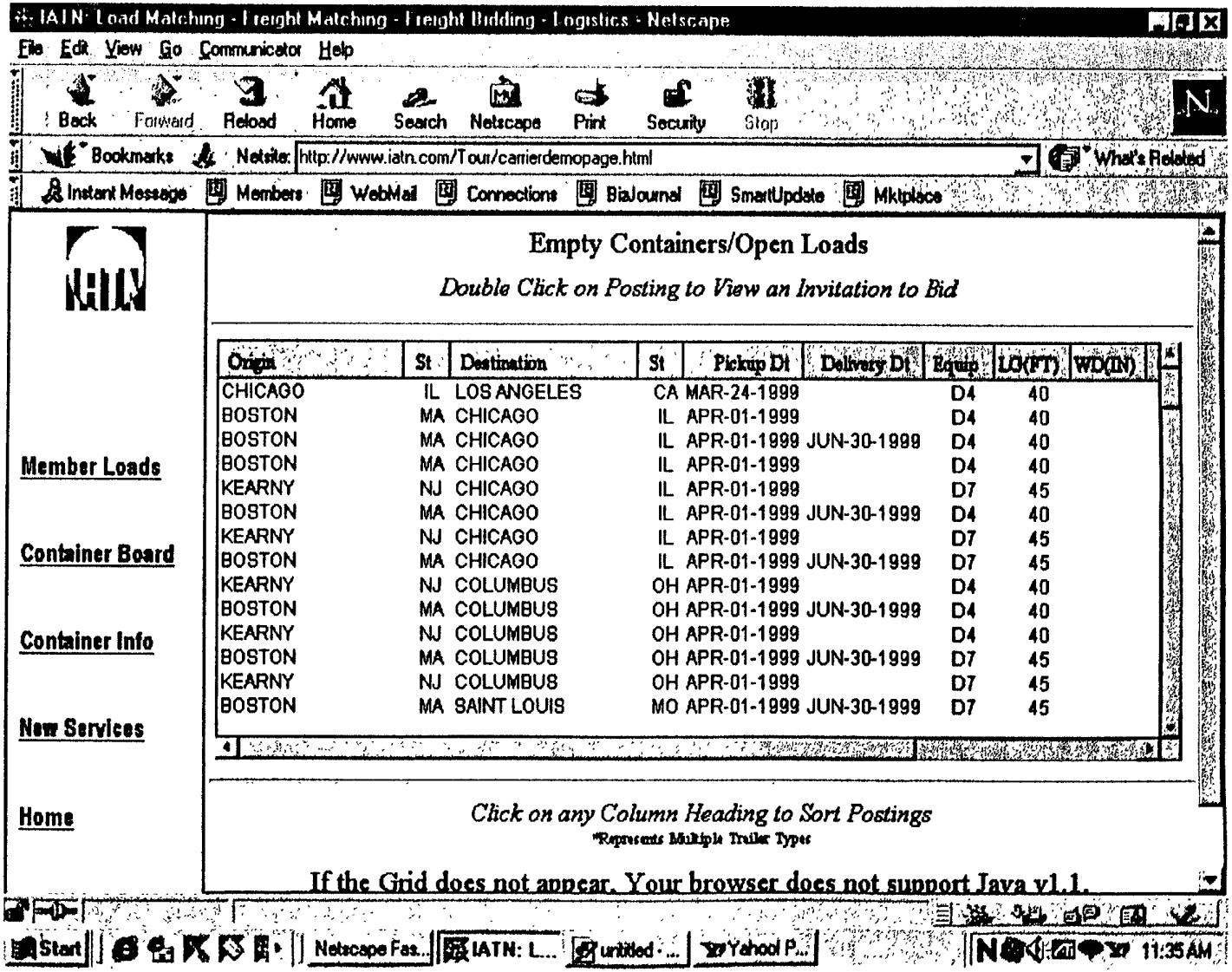
IATN: Load Matching - Freight Matching - Freight Bidding - Logistics - Netscape
File Edit View Go Communicator Help
Back Forward Reload Home Search Netscape Print Security Stop
Bookmarks Netsite: http://www.iatn.com/Tour/carrierdemopage.html What's Related
Instant Message Members WebMail Connections BizJournal SmartUpdate Mktplace
IATN
Member Loads
Container Board
Container Info
New Services
Home
Empty Containers/Open Loads
Double Click on Posting to View an Invitation to Bid
Origin St Destination St Pickup Dt Delivery Dt Equip LO(FT) WD(IN)
CHICAGO IL LOS ANGELES CA MAR-24-1999 D4 40
BOSTON MA CHICAGO IL APR-01-1999 D4 40
BOSTON MA CHICAGO IL APR-01-1999 JUN-30-1999 D4 40
BOSTON MA CHICAGO IL APR-01-1999 D4 40
KEARNY NJ CHICAGO IL APR-01-1999 D7 45
BOSTON MA CHICAGO IL APR-01-1999 JUN-30-1999 D4 40
KEARNY NJ CHICAGO IL APR-01-1999 D7 45
BOSTON MA CHICAGO IL APR-01-1999 JUN-30-1999 D7 45
KEARNY NJ COLUMBUS OH APR-01-1999 D4 40
BOSTON MA COLUMBUS OH APR-01-1999 JUN-30-1999 D4 40
KEARNY NJ COLUMBUS OH APR-01-1999 D4 40
BOSTON MA COLUMBUS OH APR-01-1999 JUN-30-1999 D7 45
KEARNY NJ COLUMBUS OH APR-01-1999 D7 45
BOSTON MA SAINT LOUIS MO APR-01-1999 JUN-30-1999 D7 45
Click on any Column Heading to Sort Postings
*Represents Multiple Trailer Types
If the Grid does not appear, Your browser does not support Java v1.1.
Start Netscape Fas... IATN: L... untitled - ... Yahoo! P... 11:35 AM

FIG. 7

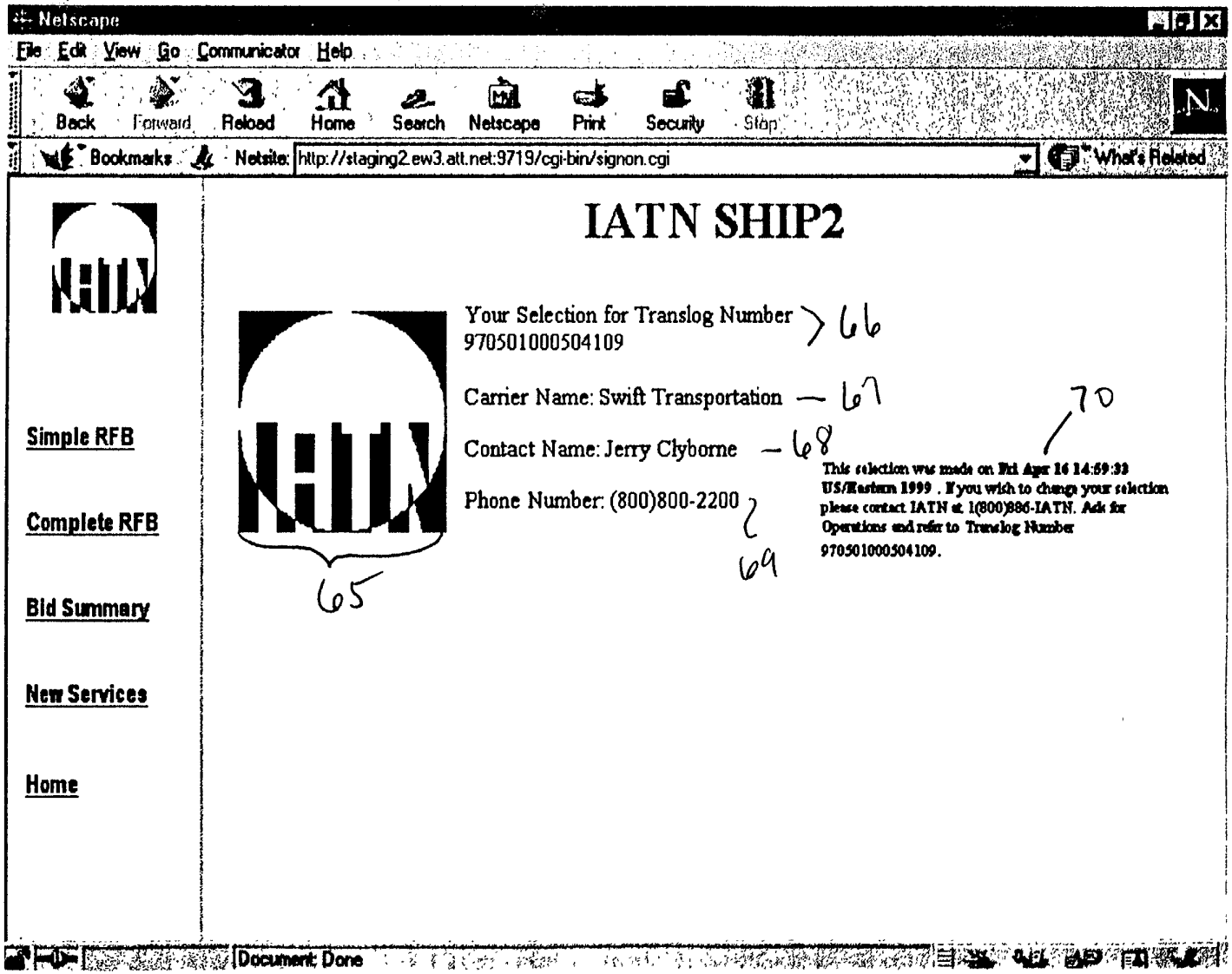
Netscape
File Edit View Go Communicator Help
Back Forward Reload Home Search Netscape Print Security Stop
Bookmarks Netsite: http://staging2.ew3.att.net:9719/cgi-bin/signon.cgi
What's Related
IATN SHIP2
Simple RFB
Complete RFB
Bid Summary
New Services
Home
Your Selection for Translog Number
970501000504109
Carrier Name: Swift Transportation
Contact Name: Jerry Clyborne
Phone Number: (800)800-2200
This selection was made on Fri Apr 16 14:59:33 US/Eastern 1999 . If you wish to change your selection please contact IATN at 1(800)886-IATN. Ask for Operations and refer to Translog Number 970501000504109.
65
66
67
68
69
70
Document: Done

FIG. 8

SHIPPER PROFILE

COMPANY NAME _____

ADDRESS _____

_____

BILLING ADDRESS _____

_____

CONTACT PERSON _____

ADDRESS _____

PHONE N0. _____

FAX NO. _____

E-MAIL _____ 38

AUTHORIZATION NO. 39

NONE ☐ FIXED (4 DIGITS) ☐☐☐☐ VARIABLE DAILY ☐ WEEKLY ☐ MO. ☐

APPROX. ANNUAL REVENUE _____ 40

APPROX. NO. OF EMPLOYEES _____

DUN & BRADSTREET ☐☐☐☐☐☐☐☐ 41

MOODYS ☐☐☐☐☐☐☐☐

STANDARD & POOR'S ☐☐☐☐☐☐☐☐

YOUR CO. FUNCTIONS AS: ☐ SHIPPER ☐ CARRIER ☐ BROKER ☐ FWD ☐ 3PL 42

YOUR CO. IS RUN BY: ☐ ☐ ☐ ☐ ☐

FIG. 9

CARRIER PROFILE

COMPANY NAME _____

ADDRESS _____

_____

BILLING ADDRESS _____

_____

CONTACT PERSON _____

ADDRESS _____

PHONE NO. _____

FAX NO. _____

E-MAIL _____

AUTHORIZATION NO.

NONE ☐ FIXED (4 DIGITS) ☐☐☐☐ VARIABLE DAILY ☐ WEEKLY ☐ MO. ☐

MEMBER TYPE SHIPPER ☐ CARRIER ☐ BROKER ☐ FWD ☐ 3PL ☐

INTERLINING YES ☐ NO ☐

APPROX. ANNUAL REVENUE _____ APPROX. NO. OF EMPLOYEES _____

DUN & BRADSTREET ☐☐☐☐☐☐☐☐

DOT RATING ☐☐☐

ON TIME DELIVERY _____ % DAMAGE FREE DELIVERY _____ %

TEAM DRIVERS/ SLEEPERS/INTERNAL MAINT./ HAZARDOUS LICENSE

FIG. 10a

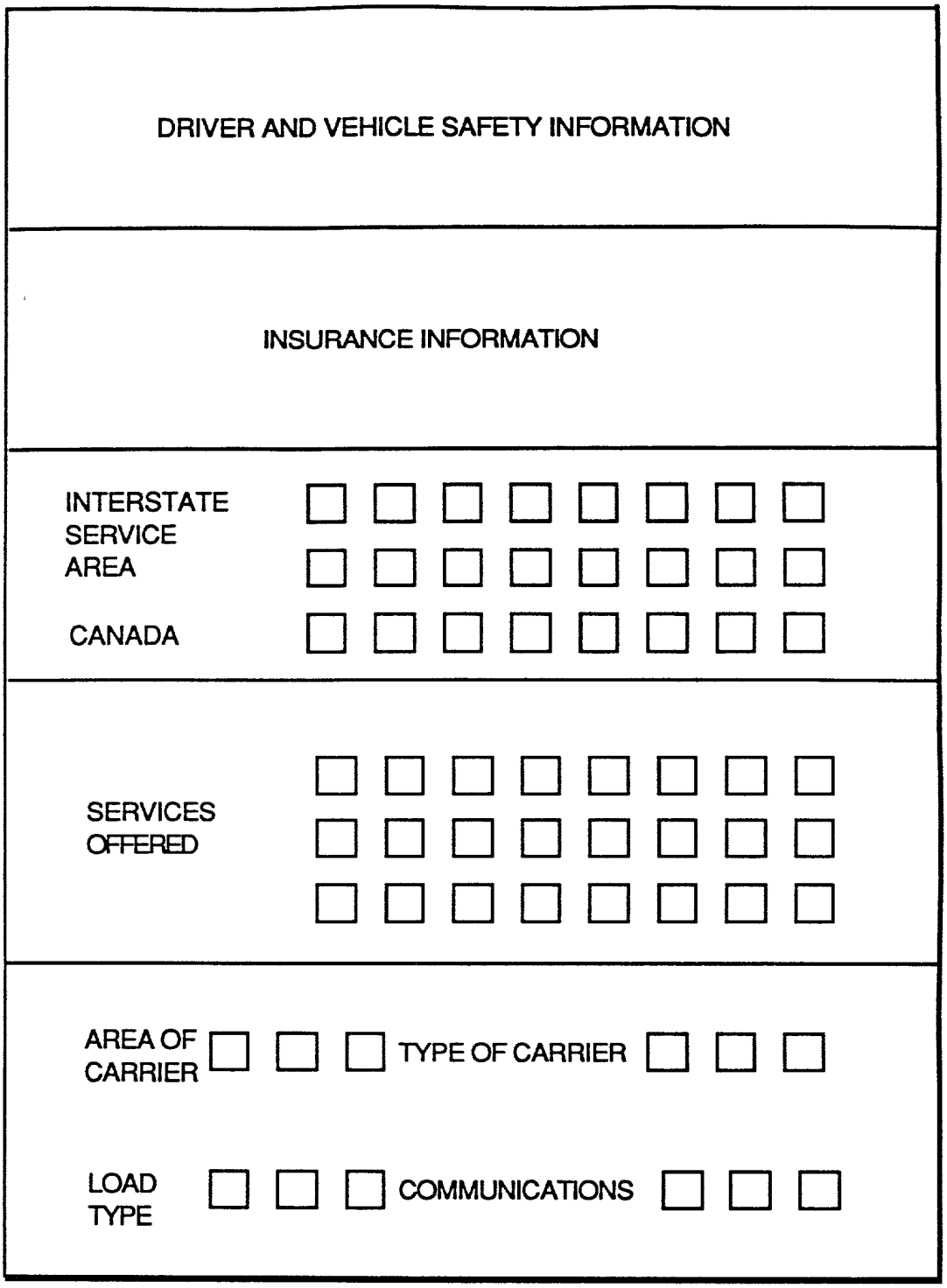
DRIVER AND VEHICLE SAFETY INFORMATION
INSURANCE INFORMATION
INTERSTATE SERVICE AREA
CANADA
SERVICES OFFERED
AREA OF CARRIER
TYPE OF CARRIER
LOAD TYPE
COMMUNICATIONS

FIG. 10b

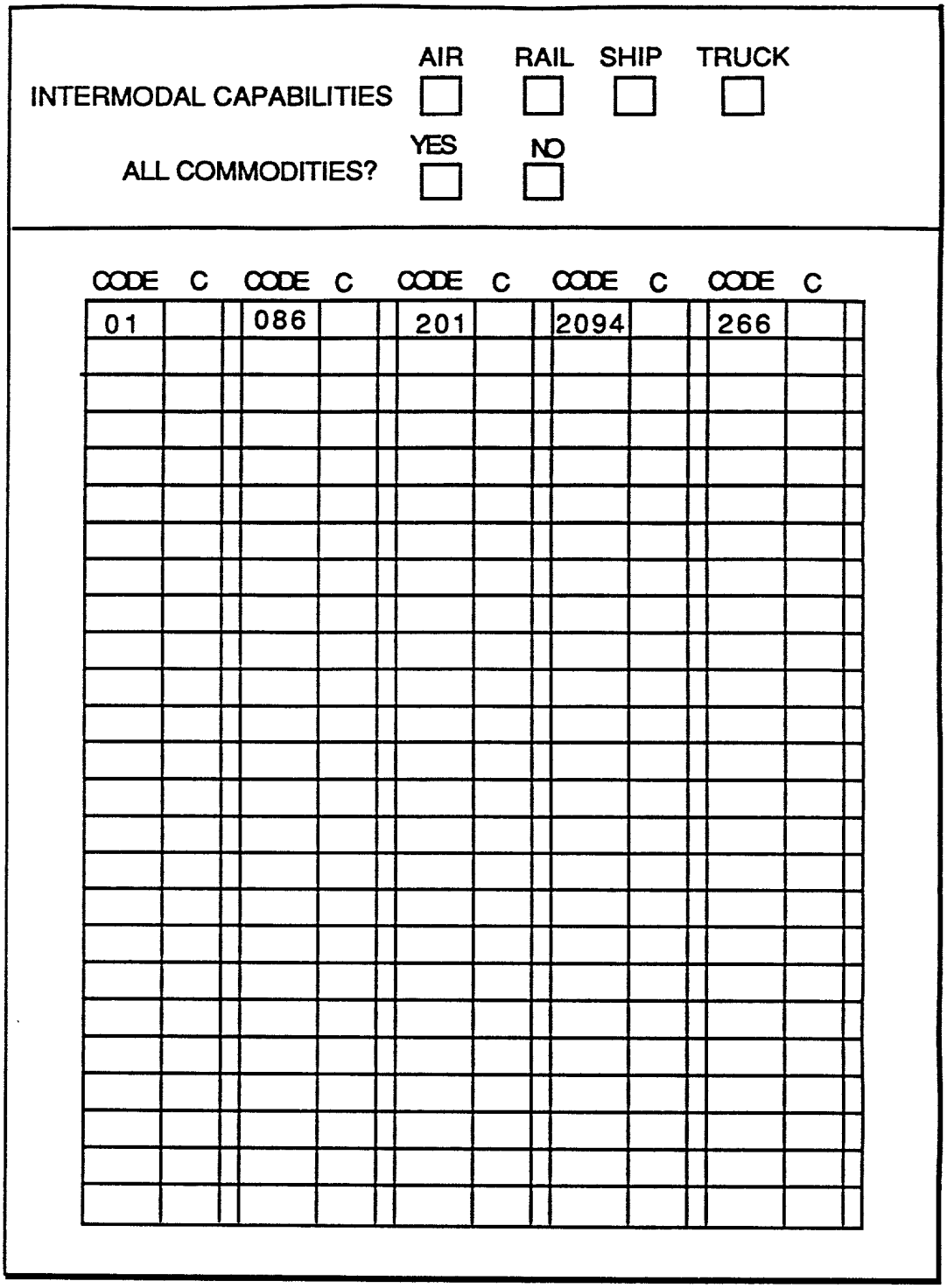
AIR
RAIL
SHIP
TRUCK
INTERMODAL CAPABILITIES
YES
NO
ALL COMMODITIES?
CODE C CODE C CODE C CODE C CODE C
01
086
201
2094
266

FIG. 10c

Number of trailers: _____

Newest trailer age: _____

Newest trailer age: _____

Straight Truck: _____

TRAILER TYPE DT DF F →

LENGTH															
	20														
	26														
	↓														
	57														
WIDTH															
	96														
	102														
	OV														
HEIGHT															
	12/6														
	↓														
	14/6														
SIDES															
WHEELS															
AXLES															
DOORS															
HEATED															
LIFT GATE															
EXTENDIBLES															
TANDEMS															

FIG. 10d

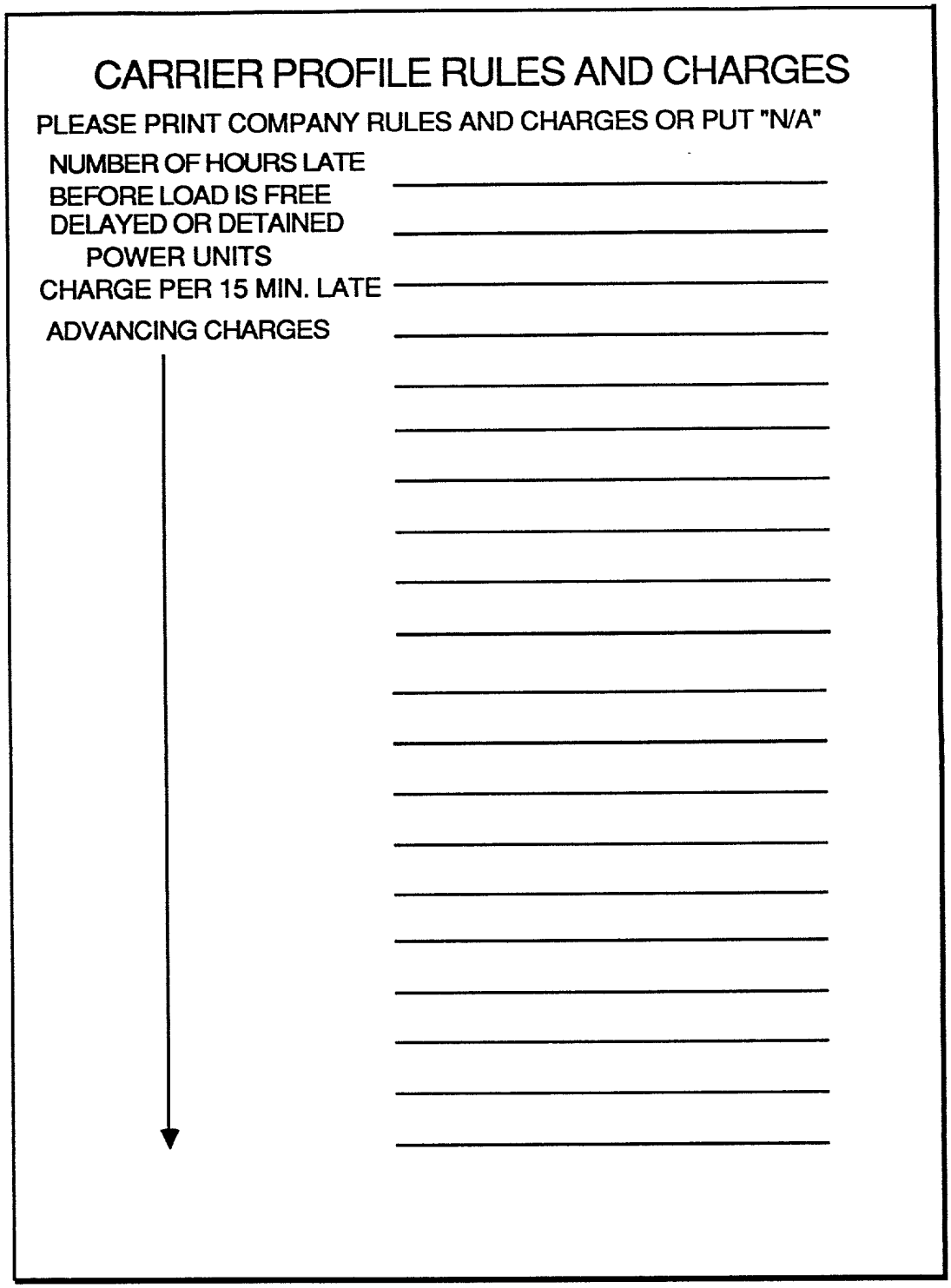
CARRIER PROFILE RULES AND CHARGES
PLEASE PRINT COMPANY RULES AND CHARGES OR PUT "N/A"
NUMBER OF HOURS LATE
BEFORE LOAD IS FREE
DELAYED OR DETAINED
POWER UNITS
CHARGE PER 15 MIN. LATE
ADVANCING CHARGES

FIG. 10e